

TBIC

Transatlantic Business & Investment Council

TBIC Office Representation
Getting Closer
to European Investors



YOUR **TRANSATLANTIC** BUSINESS **NETWORK**



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TRANSATLANTIC BUSINESS & INVESTMENT COUNCIL

TBIC Office Representation

Getting Closer to European Investors

Just like foreign prospects who want to expand in the United States need a local representation, the economic development efforts of your organization in Europe benefit tremendously from a permanent European presence.

Main Areas of Support:

Physical Address at a Premium Location in the Heart of Europe

Our European TBIC Office is located on the prestigious Kurfuerstendamm 29 in central Berlin where your dedicated representatives can receive visitors for you. You will have access to a conference room including complimentary drinks should you wish to hold a meeting with potential investors in Europe. Any mail addressed to your European representation will be forwarded to you quickly.

A European Telephone Number Serviced by a Designated TBIC Employee

Your European landline telephone number will be monitored during local office hours (9am-5pm, central European time). Our team can draw on in-depth knowledge of your assets and is well prepared to respond to any initial inquiries of a potential prospect and will know the correct contact person in your U.S. office to refer the caller/requests to.

Your EDO's European Representation in Europe

Our multilingual TBIC team will represent your community with exclusive hours. We support you by following up on your European leads or by keeping contact with the European headquarters of your existing foreign companies for retention purposes. From logistical support for trade shows or delegation trips to translation services, your European representation can individually support you with "boots on the ground" in Europe.

Be even more accessible to your European investors and prospects **during local European hours**, in **European languages** and under a local **European telephone number and address** on your website, your marketing material and your business card!

European Sister-City Program

As part of your European Office, the TBIC will initiate the process of finding a suitable European Sister-City for your community based on individually defined criteria. This program aims at creating a long-term bond between your community and a European partner location that builds additional trust with European investors and demonstrates your dedication.

Fee Structure:

The Basic European Office Package comes at a monthly rate of 350 USD¹. This includes the above-mentioned services of a physical presence in Europe as well as 2 hours/month of support by the TBIC.

You can upgrade your Basic European Office Package to the Premium European Office Package for a monthly rate of 850 USD including 5 hours/month by a designated TBIC employee. For the Premium Package, additional hours are available at 120 USD/hour. The Premium Package includes being official co-exhibitor at the TBIC Joint Booths at the Hannover Show in Germany (worth \$2,500) and the SelectUSA Investment Summit in D.C. (worth \$1,000).

	Basic	Premium
Monthly fee	\$350.00	\$850.00
Additional hours	\$150.00/h	\$120.00/h
10hour-package	\$1,300.00	\$1,100.00

¹ For the initial term of 12 months. The package continues automatically unless it is cancelled by written notice no later than three months before renewal. Please note that any and all TBIC services are available only to TBIC Members. Travel and marketing costs are not included in this rate.



Other areas of support through the TBIC Office Representation:

Travel Support Before and During Your Trips to Europe

We fully understand how time-consuming and frustrating it can be to organize extended travel and accommodation for a group of people, in another language and from thousands of miles away. As a cost-effective alternative, we can offer to take these tasks off your hands and present you with options for representative but great-value hotels, travel arrangements most suitable to your specific needs and budget as well as book premium conference rooms in all major European cities for your retention visits.

Our team's extensive experience in planning delegation visits can be a valuable asset for your community. We arrange travel (by air, car or rail), hotel accommodation across all of Europe and anything else you may require during your travels.

Trade Show Support

Due to the importance of being present at relevant trade shows on both sides of the Atlantic, we gladly support you in all aspects of attending and/or exhibiting at trade shows both in Europe and the U.S. (booking of travel arrangements, accommodation, entry passes, booth, marketing materials, etc.). If you are not able to attend an important trade show personally, a TBIC team member can visit the show and your prospects on your behalf.

Retention Support in Country of Origin

The TBIC team can keep contact with or visit the European HQ of firms already located in your area to establish or keep a close working relationship with them. This helps you to identify areas of support needed by the company and to learn about potential retention plans.

Trade and Export Support

Providing your local firms with trade support and advice will help them increase sales and expand in Europe. This will strengthen and further internationalize your local economy and help to create jobs in your area. Through our extensive European business network, your European representation can connect your companies with potential customers or distribution partners on the other side of the Atlantic.

Translation and Review Services

We can offer you cost-effective translation services of high-quality translation conducted by a native speaker and certified professional translator. Other services we offer include proofreading and reviewing your marketing materials for the European market for their suitability by our trusted marketing partners.

Contact Information

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**YOUR OFFICE
REPRESENTATION
IN BERLIN**

EUROPEAN OFFICE

Transatlantic Business &
Investment Council
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